# US EXECUTIVE APPROVAL FORM

**CUSTOMER NAME (Mandatory): Novell**
**PARTNER/VAD NAME (Mandatory if applicable):**

## SECTION I – APPROVAL REQUESTS

### HQAPP Requests:
1. 70% discount (ebus. 25% plus %55)

Novell considered moving the old ebusiness suite in May, but economic and business issues prevented them from making the move. Since the current eBusiness 2003 suite leaves out a number of products Novell requested (which may be added to this contract) we are requesting additional discounts because of the perceived value lost by not receiving the old ebusiness suite. Moving to the ebusiness suite provides Novell the opportunity to replace Peoplesoft and Siebel in the future.

2. 60% price hold for ebus suite and add on for two years

There is an opportunity to replace a customer Projects system with Oracle. This discount helps keep Peoplesoft and Siebel from adding to the current footprint within Novell

3. Flatline support at 0% for years two and three. Cap 4% four and five

Novell has been paying $1.4 million for product and premium support for the last four years. Since they are on 11.02 they have used very little support from Oracle. With the additional products support will be increase and they need to anticipate costs.

### Tier 1 Requests:
1. 60% price hold for EE, iAS, RAC, tools for two years

## SECTION II - DEAL SUMMARY (Update this info as the deal changes to reflect your worst case request)

| Product Mix: | Programs | Quantity | Metric |
|---|---|---|---|
| List out programs, quantities, and metrics. | - EBusiness Suite migration 2003 | 900 | Professional Users |
| | - ISupplier portal | 20 | Iprocurement |
| | - iExpense | 45000 | Expense Report |
| | - iStore | 4 | Processor |
| | -iProcurement | 12000 | Purch. Line Proc. |
| | -db | 24 | |

| License: | List: $5,229,375 |
|---|---|
| If proposing JEs, itemize JEs and add section for overall discount and adjusted net revenue after JEs. | Discount requested: 70 <br> Standard EBS discount:25 <br> Net:$824,883 (includes migrated licenses) |

| Price Holds: | Programs | Discount | # Of Years |
|---|---|---|---|
| | | | |

| Support: | List: 1,138,894 |
|---|---|
| If support is other than 22%, please specify. | Discount requested: 70 <br> Standard EBS discount:25 <br> Net:$482,379 (ebus. Migration) <br> Support caps/flatlines (starting from effective date for products included in the upfront transaction only): |

11/20/2003

GOVERNMENT EXHIBIT
P1100

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| **Computer & Admin Services:**<br><br>Note 1: If customer is making modifications to the database, they must purchase outsourcing for the database along with the apps, however they only need to meet the minimums of $48k for Admin Services and $72k for Comp & Admin Services. On the other hand, if the customer is specifically implementing 9iAS functionality such as Portal or Data Warehouse in addition to E-Business Suite, that is considered Technology Outsourcing and the customer must meet the minimums for both tech and apps outsourcing. Thus, the minimums would be $96,000 for Administration Services only and $144,000 for Computer and Administration Services. Note that the customer must be in compliance with database licensing requirements.<br><br>Note 2: Phased Implementations must meet the following guidelines:<br>    •  Phases must be in three month increments<br>    •  Discounts are determined based on each phase<br>    •  Minimums must be met during each month of a phased implementation | List/month:<br>Discount requested:<br>Standard EBS discount:<br>Net/month:<br>Admin only or Comp & Admin:<br>Outsourcing apps, tech or both:<br>If Admin only, are they using the certified configuration (Y/N):<br>If outsourcing apps, will apps or database be modified (Y/N):<br>Phased implementation (Y/N):<br>If outsourcing EBSuite 2003:<br>    •  Indicate outsourcing implementer:<br>    •  Total employee population is:<br>    •  Is the 10% Professional User minimum met (Y/N): |
|---|---|
| **Total Fees (License, Support, Comp & Admin):** | **List: $6,368,269**<br>**Net: $1,307,262** |

### SECTION III - MIGRATION INFORMATION

| | |
|---|---|
| **Does deal include migration (Y/N):** | Y |
| **Is customer migrating to the E-Business Suite (Y/N):** | Y |
| **Discount requested on migrated licenses:** | 70 |
| **Support – before migration:** | 307,636 |
| **Support – after migration:** | 482,379 |

### SECTION IV - CUSTOMER HISTORY

| | |
|---|---|
| **Is this purchase pursuant to a valid, existing contractual price hold (Y/N):** | N |
| **Date of price list for existing price hold:** | |
| **When does existing price hold expire:** | |
| **List the price hold program categories (database, server, erp, crm, hr/payroll, app suite) in the existing Order Document:** | |
| **Date & Type of Agreement (SLSA, OLSA, OLA):** | |
| **Date of Order Document for existing price hold:** | |

## SECTION V – JUSTIFICATION (Provide justification for the entire transaction.)
**Justification:**

Novell is currently running Oracle financials, OM, inventory, and purchasing on 11.02. They also run Peoplesoft HR, Siebel sales/service and now with the acquisition of Suse in Europe, they also own SAP. The CIO would like to continue with Oracle by upgrading to 11i, but she is also getting pressure from other exec.s in the company to look at SAP, Peoplesoft for the ERP apps and Siebel if we add Projects to the mix.

If management feels it would better serve Novell and Oracle to move to the old suite we are certain that would help our justification and help reduce our discounts.

If we provide Novell with the financial incentive to move to 11i and provide licenses for Projects we will be able to keep Peoplesoft and SAP from spreading within Oracle.

Additionally, Novell is a Sybase and DB2 account. They are mostly Oracle, but increased pricing and partnership

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agreements are forcing the CIO to look at alternatives to Oracle technology.

## SECTION VI – SALES/BP CONTACT INFORMATION (Mandatory)
**If submitted by Field - Rep/AVP: R. Layne Devereaux/ Glenn Seninger**
**If submitted by Oracle Direct - Field RM name:**
**Business Practices Manager: Lori Free**

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## SECTION VII - FOR HQAPP USE ONLY

**Recommendation:** (leave blank for HQAPP to fill out)